

# VACANCY ANNOUNCEMENT



## Tri-Mission Management

Serving the U.S. Missions to France, OECD, & UNESCO

**TO: All Interested Candidates**  
**SUBJECT: Regional Investment Specialist - Full Performance Level\***

**DATE: October 6, 2014**  
**NUMBER: V-2014-074 FP**

NOTE: ALL ORDINARILY RESIDENT APPLICANTS MUST HAVE THE REQUIRED WORK AND/OR RESIDENCY PERMITS AT THE TIME OF APPLICATION TO BE ELIGIBLE FOR CONSIDERATION. THE MISSION DOES NOT SPONSOR WORK PERMITS.

**POSITION:** PC-7810 - Regional Investment Specialist, FSN-11, FP-04\*\*

**OPENING DATE:** October 6, 2014

**CLOSING DATE:** October 20, 2014

**WORK HOURS:** Full-time: 40 hours/week for Not Ordinarily Residents  
Full-time: 35 hours/week for Ordinarily Residents

**SALARY:** Not Ordinarily Resident: \$53,534.00 gross p.a. (starting salary)  
Ordinarily Resident: €61.464,00 gross p.a. (starting salary)

\* This position is being advertised simultaneously with the Training Level, FSN-10, FP-05/5

\*\* Actual grade and salary will be based on the qualifications of the applicant.

**The U.S. Commercial Service at the U.S. Embassy in Paris seeks a Regional Investment Specialist.**

### **BASIC FUNCTION OF POSITION:**

Incumbent is a member of Commercial Service (CS) France staff located in Paris. Incumbent is regarded as a professional Senior Investment Specialist and is responsible for the promotion of investment into the United States. Incumbent is called upon to coordinate regional SelectUSA activities, providing counsel, support, and assistance to designated staff in a region consisting of France, Belgium and the Netherlands. The Deputy Senior Commercial Officer (DSCO) is the first line supervisor.

A copy of the full position description is available from the Human Resources Office.

## **QUALIFICATIONS REQUIRED:**

**Notes: 1) Applicants are required to submit their applications/resumes/CVs in English and French. 2) Applicants must address each selection criterion detailed below with specific and comprehensive information supporting each item. Items 1-5 are all required.**

### **1. Education:**

A Bachelor's degree in business, international business, management, economics, marketing or finance is required.

### **2. Prior Work Experience:**

A minimum of three years of progressively responsible experience in investment, economic research, marketing, business management, trade promotion or commercial banking is required.

A minimum of two years of managerial experience is required, given that this position involves exceptional management and supervisory responsibilities.

### **3. Language proficiency (These may be tested):**

English (W-R-S), Level-4 – Fluency is required.

French (W-R-S), Level-4 – Fluency is required.

### **4. Knowledge (These may be tested):**

Thorough knowledge of the Commercial Service and Embassy mission, goals, programs, policies, procedures, and reporting requirements, as well as mission structure, policies and activities is required.

Must apply knowledge to achieve effective coordination with other sections, including political/economic, consular, and public affairs.

Must thoroughly understand and implement Commercial Service France's goals, procedures, and policies.

Must have a working knowledge of programs and goals of other trade-related U.S. Government agencies.

Thorough knowledge of France, Belgium and the Netherlands' economy, business customs, practices, marketing channels, laws, regulations, and policies that relate to assigned investment promotion functions is required.

Must be familiar with constituent country economic systems and be willing to follow private and public sector developments on a daily basis.

Must understand basic functions of the constituent country governments at federal, state, and local basis and analyze potential impact on business opportunities.

Must have expert-level, in-depth expertise on U.S. investment promotion.

Must have in-depth expertise in analyzing market factors, developments and statistics to produce market research reports on complex topics.

A basic understanding of bilateral relations in the areas of economics, commercial and politics for each constituent country is required.

A basic understanding of each country's legal systems, levels of technology, and educational systems is required.

### **5. Skills and abilities (These may be tested):**

Ability to work independently and to meet deadlines.

Ability to negotiate in French and English with government officials and top-ranking business executives.

Ability to develop, organize, and manage investment promotion events, including conferences, seminars, and webinars.

Ability to deliver marketing and persuasive promotional presentations to a business audience or individual business representatives, in-person as well as via teleconference.

Ability to write market reports, speeches and other substantive pieces in both French and English.

Ability to make presentation to small and large groups.

Ability to write clear and concise business counseling messages in English.

Ability to analyze and report on market information and statistics and develop and maintain partnerships with private sector entities.

Ability to possess a valid French driving license or equivalent.

**Selection Process:**

When equally qualified, U.S. Citizen Eligible Family Members (AEFMs) and U.S. Veterans will be given preference. Qualified USEFM applicants who are also U.S. Veterans will receive the highest preference. Therefore, it is essential that the candidate address the required qualifications above in the application.

**Additional Selection Criteria (see definitions):**

1. Management will consider nepotism/conflict of interest, budget, and residency status in determining successful candidacy.
2. Current Ordinarily Resident employees with an Overall Summary Rating of Needs Improvement or Unsatisfactory on their most recent Employee Performance Report are not eligible to apply.
3. Current employees serving a probationary period are not eligible to apply.
4. Currently employed U.S. Citizen EFM's who hold an FMA appointment are ineligible to apply within the first 90 days of their employment.
5. Currently employed NORs hired under a Personal Services Agreement (PSA) are ineligible to apply within the first 90 calendar days of their appointment, unless currently hired into a position with a "When Actually Employed" (WAE) work schedule.

**To Apply:**

Interested applicants for this position must submit the following or the application package will not be considered.

1. Applicants who claim EFM or MOH status must include in the cover letter accompanying their application that they are claiming EFM/MOH status, their present nationality, and name and employing section/agency of their sponsoring family member.
2. Application for U.S. Federal Employment: DS-174 (available from the Embassy web site employment page), or
3. A current resume or curriculum vitae in English that provides the same information as an DS-174; plus
4. Candidates who claim U.S. Veterans Preference must provide a copy of their DD-214 form with their application;
5. Any other documentation (e.g., essays, certificates, awards, copies of degrees earned) that addresses the qualification requirements of the position as listed above.

**Submit application to:**

EMAIL: [ParisRecruitment@state.gov](mailto:ParisRecruitment@state.gov)

Please **send** applications **only by e-mail**.

**Point of contact:**

Human Resources Assistant

TEL: 01-43-12-25-74 / 01-43-12-26-52

FAX: 01-43-12-24-36

**DEFINITIONS**

1. **Eligible Family Member (EFM):** An individual related to a U.S. Government employee in one of the following ways:

- Spouse or same-sex domestic partner (as defined in [3 FAM 1610](#));
- Child, who is unmarried and under 21 years of age or, regardless of age, is incapable of self-support. The term shall include, in addition to natural offspring, stepchildren and adopted children and those under legal guardianship of the employee or the spouse when such children are expected to be under such legal guardianship until they reach 21 years of age and when dependent upon and normally residing with the guardian;
- Parent (including stepparents and legally adoptive parents) of the employee or of the spouse, when such parent is at least 51 percent dependent on the employee for support;
- Sister or brother (including stepsisters and stepbrothers, or adoptive sisters or brothers) of the employee, or of the spouse, when such sibling is at least 51 percent dependent on the employee for support, unmarried, and under 21 years of age, or regardless of age, incapable of self-support.

2. **U.S. Citizen Eligible Family Member (USEFM):** For purposes of receiving a preference in hiring for a qualified position, an EFM who meets the following criteria:

- U.S. Citizen; and
- EFM (see above) at least 18 years old; and
- Listed on the travel orders of a direct-hire Foreign, Civil, or uniformed service member assigned to or stationed abroad with a USG agency that is under COM authority; and either:
  1. Resides at the sponsoring employee's or uniformed service member's post of assignment abroad, or
  2. Resides at an Involuntary Separate Maintenance Allowance (ISMA) location authorized under 3 FAM 3232.2.

3. **Appointment Eligible Family Member (AEFM):** EFM (see above) eligible for a Family Member Appointment for purposes of Mission employment:

- Is a U.S. citizen; and
- Spouse or same-sex domestic partner (as defined in 3 FAM 1610) or a child of the sponsoring employee who is unmarried and at least 18 years old; and
- Is listed on the travel orders or approved Form OF-126, Foreign Service Residence and Dependency Report, of a sponsoring employee, i.e., a direct-hire Foreign Service, Civil Service, or uniformed service member who is permanently assigned to or stationed abroad at a U.S. mission, and who is under chief of mission authority; and
- Is residing at the sponsoring employee's post of assignment abroad; and
- Does not receive a Foreign Service or Civil Service annuity.

4. **Member of Household (MOH):** An individual who accompanies a direct-hire Foreign, Civil, or uniformed service member permanently assigned or stationed at a U.S. Foreign Service post or establishment abroad, or at an office of the American Institute in Taiwan. An MOH is:

- Not an EFM; and
- Not on the travel orders of the sponsoring employee; and
- Has been officially declared by the sponsoring USG employee to the COM as part of his/her household.

*A MOH is under COM authority and may include a parent, unmarried partner, other relative or adult child who falls outside the Department's current legal and statutory definition of family member. A MOH does not have to be a U.S. Citizen.*

5. **Not Ordinarily Resident (NOR)** – An individual who:

- Is not a citizen of the host country; and
- Does not ordinarily reside (OR, see below) in the host country; and
- Is not subject to host country employment and tax laws; and
- Has a U.S. Social Security Number (SSN).

*NOR employees are compensated under a GS or FS salary schedule, not under the LCP.*

6. **Ordinarily Resident (OR)** – A Foreign National or U.S. citizen who:

- Is locally resident; and
- Has legal, permanent resident status within the host country; and
- Is subject to host country employment and tax laws.

*EFMs without U.S. Social Security Numbers are also OR. All OR employees, including U.S. citizens, are compensated in accordance with the Local Compensation Plan (LCP).*

**CLOSING DATE FOR THIS POSITION: October 20, 2014**

The US Mission in France provides equal opportunity and fair and equitable treatment in employment to all people without regard to race, color, religion, sex, national origin, disability, age, political affiliation, marital status, or sexual orientation. The Department of State also strives to achieve equal employment opportunity in all personnel operations through continuing diversity enhancement programs.

The EEO complaint procedure is not available to individuals who believe they have been denied equal opportunity based upon marital status or political affiliation. Individuals with such complaints should avail themselves of the appropriate grievance procedures, remedies for prohibited personnel practices, and/or courts for relief.

Distribution: All Interested Candidates